DIALINDEX(R)
    (c) 2004 The Dialog Corporation

*** DIALINDEX search results display in an abbreviated ***
*** format unless you enter the SET DETAIL ON command. ***
?sf all
    You have 561 files in your file list.
    (To see banners, use SHOW FILES command)
?
PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES
?s ((synxix or synxis)or(ARC()technolog???)) and ((reservation? ? or hotel? ? or reserv
???)) and py<1999

Your SELECT statement is:
    s ((synxix or synxis)or(ARC()technolog???)) and ((reservation? ? or
hotel? ? or reserv???)) and py<1999

```
          Items    File
          -----    ----
              1       9: Business & Industry(R)_Jul/1994-2004/Sep 30
              1      15: ABI/Inform(R)_1971-2004/Sep 30
              2      16: Gale Group PROMT(R)_1990-2004/Oct 01
    Examined  50 files
              2      88: Gale Group Business A.R.T.S._1976-2004/Sep 30
    Examined 100 files
              8     148: Gale Group Trade & Industry DB_1976-2004/Oct 01
              1     180: Federal Register_1985-2004/Oct 01
              7     194: FBODaily_1982/Dec-2004/Jun
    Examined 150 files
              1     275: Gale Group Computer DB(TM)_1983-2004/Oct 01
    Examined 200 files
              2     348: EUROPEAN PATENTS_1978-2004/Sep W03
              3     349: PCT FULLTEXT_1979-2002/UB=20040930,UT=20040923
    Examined 250 files
              4     388: PEDS: Defense Program Summaries_1999/May
    Examined 300 files
              1     476: Financial Times Fulltext_1982-2004/Oct 01
    Examined 350 files
              1     542: SEC Online(TM) 10-K Reports_1997/Sep W3
    Examined 400 files
              1     619: Asia Intelligence Wire_1995-2004/Sep 30
              2     624: McGraw-Hill Publications_1985-2004/Sep 20
              1     635: Business Dateline(R)_1985-2004/Sep 30
              1     636: Gale Group Newsletter DB(TM)_1987-2004/Oct 01
              6     654: US Pat.Full._1976-2004/Sep 30
              3     660: Federal News Service_1991-2002/Jul 02
    Examined 450 files
              1     718: Pittsburgh Post-Gazette_Jun 1990-2004/Oct 01
    Examined 500 files
              1     768: EIU Market Research_2004/Sep 08
              4     810: Business Wire_1986-1999/Feb 28
              1     813: PR Newswire_1987-1999/Apr 30
    Examined 550 files
```

    23 files have one or more items; file list includes 561 files.
    One or more terms were invalid in 103 files.

```
File    9:Business & In⬤⬤try(R) Jul/1994-2004/Sep 30          ⬤
        (c) 2004  The Gale Group
File   15:ABI/Inform(R) 1971-2004/Sep 30
        (c) 2004 ProQuest Info&Learning
```
*File 15: Alert feature enhanced for multiple files, duplicate
removal, customized scheduling. See HELP ALERT.
```
File   16:Gale Group PROMT(R) 1990-2004/Oct 01
        (c) 2004 The Gale Group
```
*File 16: Alert feature enhanced for multiple files, duplicate
removal, customized scheduling. See HELP ALERT.
```
File   88:Gale Group Business A.R.T.S. 1976-2004/Sep 30
        (c) 2004 The Gale Group
File  148:Gale Group Trade & Industry DB 1976-2004/Oct 01
        (c)2004 The Gale Group
```
*File 148: Alert feature enhanced for multiple files, duplicate
removal, customized scheduling. See HELP ALERT.
```
File  180:Federal Register 1985-2004/Oct 01
        (c) 2004 format only The DIALOG Corp
File  194:FBODaily 1982/Dec-2004/Jun
        (c) format only 2004 The Dialog Corp.
File  275:Gale Group Computer DB(TM) 1983-2004/Oct 01
        (c) 2004 The Gale Group
File  348:EUROPEAN PATENTS 1978-2004/Sep W03
        (c) 2004 European Patent Office
File  349:PCT FULLTEXT 1979-2002/UB=20040930,UT=20040923
        (c) 2004 WIPO/Univentio
File  388:PEDS: Defense Program Summaries 1999/May
        (c) 1999 Forecast Intl/DMS
```
*File 388: This file is closed.
```
File  476:Financial Times Fulltext 1982-2004/Oct 01
        (c) 2004 Financial Times Ltd
File  542:SEC Online(TM) 10-K Reports 1997/Sep W3
        (c) 1987-1997 SEC Online Inc.
```
*File 542: This file is closed.
```
File  619:Asia Intelligence Wire 1995-2004/Sep 30
        (c) 2004 Fin. Times Ltd
File  624:McGraw-Hill Publications 1985-2004/Sep 20
        (c) 2004 McGraw-Hill Co. Inc
```
*File 624: Homeland Security & Defense and 9 Platt energy journals added
Please see HELP NEWS624 for more
```
File  635:Business Dateline(R) 1985-2004/Sep 30
        (c) 2004 ProQuest Info&Learning
File  636:Gale Group Newsletter DB(TM) 1987-2004/Oct 01
        (c) 2004 The Gale Group
File  654:US Pat.Full. 1976-2004/Sep 30
        (c) Format only 2004 The Dialog Corp.
File  660:Federal News Service 1991-2002/Jul 02
        (c) 2002 Federal News Service
```
*File 660: This file no longer updates
```
File  718:Pittsburgh Post-Gazette Jun 1990-2004/Oct 01
        (c) 2004 PG Publishing
File  768:EIU Market Research 2004/Sep 08
        (c) 2004 EIU
File  810:Business Wire 1986-1999/Feb 28
        (c) 1999 Business Wire
File  813:PR Newswire 1987-1999/Apr 30
        (c) 1999 PR Newswire Association Inc
```

```
Set      Items    Descript⬤                            ⬤
S1         55     ((SYNXIX OR SYNXIS)OR(ARC()TECHNOLOG???)) AND ((RESERVATIO-    10/1/04
                  N? ? OR HOTEL? ? OR RESERV???)) AND PY<1999
?s s1 (2s) (demand (2n) forecast???)
           55     S1 - all considued : kwic (keywords in context)xt
      4154514     DEMAND
      2077206     FORECAST???
S2          1     S1 (2S) (DEMAND (2N) FORECAST???) - KWIC --
```

Dialog Search II
Oct. 1, 2004
(Dialog Index)

DIALINDEX(R)
    (c) 2004 The Dialog Corporation

*** DIALINDEX search results display in an abbreviated ***
*** format unless you enter the SET DETAIL ON command. ***
?sf all
    You have 561 files in your file list.
    (To see banners, use SHOW FILES command)
?s ((synxix or synxis)) and ((reservation? ? or hotel? ?))

Your SELECT statement is:
    s ((synxix or synxis)) and ((reservation? ? or hotel? ?))

```
            Items    File
            -----    ----
               21       9: Business & Industry(R)_Jul/1994-2004/Sep 30
               13      13: BAMP_2004/Sep W3
               16      15: ABI/Inform(R)_1971-2004/Oct 01
               81      16: Gale Group PROMT(R)_1990-2004/Oct 01
               23      18: Gale Group F&S Index(R)_1988-2004/Oct 01
               81      20: Dialog Global Reporter_1997-2004/Oct 01
     Examined  50 files
                2      93: TableBase(R) Sep_1997-2004/Sep W3
                6     111: TGG Natl.Newspaper Index(SM)_1979-2004/Oct 01
     Examined 100 files
              106     148: Gale Group Trade & Industry DB_1976-2004/Oct 01
               12     211: Gale Group Newsearch(TM)_2004/Oct 01
     Examined 150 files
                3     275: Gale Group Computer DB(TM)_1983-2004/Oct 01
     Examined 200 files
                1     348: EUROPEAN PATENTS_1978-2004/Sep W03
                1     349: PCT FULLTEXT_1979-2002/UB=20040930,UT=20040923
     Examined 250 files
                1     416: DIALOG COMPANY NAME FINDER(TM)_2004/Aug
     Examined 300 files
                1     483: Newspaper Abs Daily_1986-2004/Sep 30
                1     519: D&B-Duns Finan.Records Plus(TM)_2004/Jun
     Examined 350 files
                1     551: TFSD Worldwide M&A_1980-2004/Sep 30
                7     553: Wilson Bus. Abs. FullText_1982-2004/Aug
                7     570: Gale Group MARS(R)_1984-2004/Oct 01
     Examined 400 files
                1     608: KR/T Bus.News._1992-2004/Oct 01
                4     609: Bridge World Markets_2000-2001/Oct 01
               24     610: Business Wire_1999-2004/Oct 01
               24     613: PR Newswire_1999-2004/Oct 01
                9     616: Canada NewsWire_1999-2001/Mar 09
               36     621: Gale Group New Prod.Annou.(R)_1985-2004/Oct 01
                3     635: Business Dateline(R)_1985-2004/Oct 01
                2     636: Gale Group Newsletter DB(TM)_1987-2004/Oct 01
                1     641: Rocky Mountain News_Jun 1989-2004/Sep 29
                1     647: CMP Computer Fulltext_1988-2004/Sep W3
               36     649: Gale Group Newswire ASAP(TM)_2004/Sep 27
     Examined 450 files
                2     674: Computer News Fulltext_1989-2004/Aug W4
                1     704: (Portland)The Oregonian_1989-2004/Sep 30
                1     713: Atlanta J/Const._1989-2004/Oct 01
                1     717: The Washington Times_Jun 1989-2004/Sep 30
                1     727: Canadian Newspapers_1990-2004/Oct 01
     Examined 500 files
                1     745: Investext(R) PDF Index_1999--2004/Sep W4
               15     781: ProQuest Newsstand_1998-2004/Oct 01
     Examined 550 files
                5     990: NewsRoom Current_June 1 -2004/Oct 01
               10     991: NewsRoom 2004 Jan 1-2004/May 31
```

```
26    992: ●    sRoom 2003
20    993: NewsRoom 2002
26    994: NewsRoom 2001
22    995: NewsRoom 2000
```

43 files have one or more items; file list includes 561 files.
One or more terms were invalid in one file.

?
?b hits

```
File   9:Business & Indu    y(R) Jul/1994-2004/Sep 30
          (c) 2004   The Gale Group
File  13:BAMP 2004/Sep W3
          (c) 2004   The Gale Group
File  15:ABI/Inform(R) 1971-2004/Oct 01
          (c) 2004 ProQuest Info&Learning
File  16:Gale Group PROMT(R) 1990-2004/Oct 01
          (c) 2004 The Gale Group
File  18:Gale Group F&S Index(R) 1988-2004/Oct 01
          (c) 2004 The Gale Group
File  20:Dialog Global Reporter 1997-2004/Oct 01
          (c) 2004 The Dialog Corp.
File  93:TableBase(R) Sep 1997-2004/Sep W3
          (c) 2004   The Gale Group
File 111:TGG Natl.Newspaper Index(SM) 1979-2004/Oct 01
          (c) 2004 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2004/Oct 01
          (c)2004 The Gale Group
File 211:Gale Group Newsearch(TM) 2004/Oct 01
          (c) 2004 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2004/Oct 01
          (c) 2004 The Gale Group
File 348:EUROPEAN PATENTS 1978-2004/Sep W03
          (c) 2004 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20040930,UT=20040923
          (c) 2004 WIPO/Univentio
File 416:DIALOG COMPANY NAME FINDER(TM) 2004/Aug
          (c) 2004 Dialog Info.Svcs.
File 483:Newspaper Abs Daily 1986-2004/Sep 30
          (c) 2004 ProQuest Info&Learning
File 519:D&B-Duns Finan.Records Plus(TM) 2004/Jun
          (c) 2004 Dun & Bradstreet
File 551:TFSD Worldwide M&A 1980-2004/Sep 30
          (c) 2004 Thomson Fin Sec Data
File 553:Wilson Bus. Abs. FullText 1982-2004/Aug
          (c) 2004 The HW Wilson Co
File 570:Gale Group MARS(R) 1984-2004/Oct 01
          (c) 2004 The Gale Group
File 608:KR/T Bus.News. 1992-2004/Oct 01
          (c)2004 Knight Ridder/Tribune Bus News
File 609:Bridge World Markets 2000-2001/Oct 01
          (c) 2001 Bridge
File 610:Business Wire 1999-2004/Oct 01
          (c) 2004 Business Wire.
File 613:PR Newswire 1999-2004/Oct 01
          (c) 2004 PR Newswire Association Inc
File 616:Canada NewsWire 1999-2001/Mar 09
          (c) 2001 Canada NewsWire
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Oct 01
          (c) 2004 The Gale Group
File 635:Business Dateline(R) 1985-2004/Oct 01
          (c) 2004 ProQuest Info&Learning
File 636:Gale Group Newsletter DB(TM) 1987-2004/Oct 01
          (c) 2004 The Gale Group
File 641:Rocky Mountain News Jun 1989-2004/Sep 29
          (c) 2004 Scripps Howard News
File 647:CMP  Computer Fulltext 1988-2004/Sep W3
          (c) 2004 CMP Media, LLC
File 649:Gale Group Newswire ASAP(TM) 2004/Sep 27
          (c) 2004 The Gale Group
File 674:Computer News Fulltext 1989-2004/Aug W4
          (c) 2004 IDG Communications
File 704:(Portland)The Oregonian 1989-2004/Sep 30
          (c) 2004 The Oregonian
File 713:Atlanta J/Const. 1989-2004/Oct 01
          (c) 2004 Atlanta Newspapers
>>>Invalid SHOW option: ,
```

File Hits from dialog Search II (10/1/04)

```
File 717:The Washington ●es Jun 1989-2004/Sep 30
         (c) 2004 Washington Times
File 727:Canadian Newspapers 1990-2004/Oct 01
         (c) 2004 Southam Inc.
File 745:Investext(R) PDF Index 1999--2004/Sep W4
         (c)2004 Thomson Fin. Networks
File 781:ProQuest Newsstand 1998-2004/Oct 01
         (c) 2004 ProQuest Info&Learning
File 990:NewsRoom Current June 1 -2004/Oct 01
         (c) 2004 The Dialog Corporation
File 991:NewsRoom 2004 Jan 1-2004/May 31
         (c) 2004 The Dialog Corporation
File 992:NewsRoom 2003
         (c) 2004 The Dialog Corporation
File 993:NewsRoom 2002
         (c) 2004 The Dialog Corporation
File 994:NewsRoom 2001
         (c) 2004 The Dialog Corporation
File 995:NewsRoom 2000
         (c) 2004 The Dialog Corporation
?ds

Set     Items    Description
S1       656     ((SYNXIX OR SYNXIS)) AND ((RESERVATION? ? OR HOTEL? ?))
S2        26     (ROOM? ? OR HOTEL? ?) (3N) (RATE? ? OR QUOT??? OR COST? ? -
                 OR CHARGE? ? OR CHARGING) (5N)(DEMAND (2N) FORECAST???) -all considered - KWIC
S3         1     S1 AND S2 - KWIC (applicants patent)      (attached)
?
```

2/3,K/1   (Item 1 from file: 13)

1268612   Supplier Number: 03508157 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Electronic distribution channels' effect on hotel revenue management: even
    with the variety of distribution channels available, rate and length of
    stay remain the key factors in revenue management. (Distribution
    Channels)**

Article Author(s): Choi, Sunmee; Kimes, Sheryl E
Cornell Hotel & Restaurant Administration Quarterly, v 43, n 3, p 23(9)
June 2002
DOCUMENT TYPE: Journal ISSN: 0010-8804   (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 3645

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...the level of forecasted demand for the day. Since allocation decisions
are typically made by **room - rate** category and length of stay, **demand
forecasts** are required at that level. **Hotels** can either directly
generate **demand   forecasts** at the required level of detail or develop
forecasts at an aggregate level, such as...

2/3,K/2   (Item 2 from file: 13)

1236523   Supplier Number: 03182499 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Forecasting for Hotel Revenue Management: Testing Aggregation Against
    Disaggregation.**
(This study showed that a purely disaggregated forecast (even though it
    meant forecasting smaller numbers) strongly outperformed even the best
    aggregated forecast for hotel revenue management)
Article Author(s): Weatherford, Lawrence R; Kimes, Sheryl E; Scott, Darren
    A
Cornell Hotel & Restaurant Administration Quarterly, v 42, n 4, p 53(9)
August 2001
DOCUMENT TYPE: Journal ISSN: 0010-8804   (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 4203

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...and in rental cars, as length of keep. To help increase the
predictability of duration, **hotels   forecast   demand** by length of stay
(LOS) for different **rate** categories (RC); airlines try to forecast demand
by origin--destination city pairs; and rental-car...

2/3,K/3   (Item 1 from file: 15)

02406129 148520281
Electronic distribution channel's effect on hotel revenue management
Choi, Sunmee; Kimes, Sheryl E
Cornell Hotel & Restaurant Administration Quarterly v43n3 PP: 23-31 Jun
2002
ISSN: 0010-8804 JRNL CODE: CHR
WORD COUNT: 3568

...TEXT: the level of forecasted demand for the day. Since allocation

decisions are typically ●de by **room - rate** category a●length of stay, **demand forecasts** are required at that level. **Hotels** can either directly generate **demand forecasts** at the required level of detail or develop forecasts at an aggregate level, such as...

2/3,K/4   (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

02290908 95665029
Forecasting for hotel revenue management: Testing aggregation against disaggregation
Weatherford, Lawrence R; Kimes, Sheryl E; Scott, Darren A
Cornell Hotel & Restaurant Administration Quarterly v42n4 PP: 53-64
Aug/Sep 2001
ISSN: 0010-8804 JRNL CODE: CHR
WORD COUNT: 4025

...TEXT: and in rental cars, as length of keep. To help increase the predictability of duration, **hotels forecast demand** by length of stay (LOS) for different **rate** categories (RC); airlines try to forecast demand by origin-destination city pairs; and rental-car...

2/3,K/5   (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01823440 04-74431
Revenue enhancement, part 3: Picking low-hanging fruit--a simple approach to yield management
Quain, William J; Sansbury, Michael; Quinn, Dennis
Cornell Hotel & Restaurant Administration Quarterly v40n2 PP: 76-83 Apr 1999
ISSN: 0010-8804 JRNL CODE: CHR
WORD COUNT: 4707

...TEXT: later in this article.

Rate-category Controls

The point of yield management is to use **demand forecasts** to determine how much to **charge** for **rooms** on a given day. When your hotel sells out, you lose the ability to determine...

... the hotel's managers project that they can sell 380 (or more) rooms at rack **rate** . Their inventory plan is set up to maintain **room** availability for this **forecasted** highrate **demand** . The managers would like to sell the remaining 120 **rooms** in the next **rate** category down (Bucket 1), but their demand forecast projects they will not be able to...
?t s2/3,k/6-10

2/3,K/6   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01080628 97-30022
The meaning and management of yield in hotels
Jauncey, Stuart; Mitchell, Ian; Slamet, Pamudji
International Journal of Contemporary Hospitality Management v7n4 PP: 23-26 1995
ISSN: 0959-6119 JRNL CODE: IJH
WORD COUNT: 2769

...TEXT: managers to monitor the pattern of business and to take action should any deviation occur.

Commonly, yield management applications provide the operator (normally a receptionist or reservations clerk) with a...is an integrated, continuous and systematic approach to maximizing room revenue through the manipulation of **room** **rates** in response to **forecasted** patterns of **demand** .

This process involves the close analysis of historical information to predict future demand. In addition... as an integrated, continuous and systematic approach to maximizing room revenue through the manipulation of **room** **rates** in response to **forecasted** patterns of **demand** . In addition, demand forecasts must be supported by models illustrating the rate at which reservations...

2/3,K/7   (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00853744 95-03136
Does your res system work?
Orkin, Eric B
Lodging Hospitality v50n4 PP: 26-27 Apr 1994
ISSN: 0148-0766 JRNL CODE: LHO
WORD COUNT: 1300

...TEXT: products is the use of allocations, or allotments, to effect closures. Allocations require management to **forecast** and divide **demand** into each **rate** product--100 **rooms** at the government **rate** , 50 rooms at the education rate, and so on. This is tedious and requires constant...

2/3,K/8   (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00606071 92-21174
The Globalization of Reservations
Wolff, Carlo
Lodging Hospitality v48n3 PP: 45-48 Mar 1992
ISSN: 0148-0766 JRNL CODE: LHO
WORD COUNT: 2222

...TEXT: decisions about sell strategies.

* PROFITABILITY: Confirm's yield management capability delivers increased occupancy and helps **hotels** establish appropriate **rates** based on **forecasted** **demand** .

* ACCESSIBILITY: Confirm offers complete sales and marketing analysis, giving **hotels** the highest degree of knowledge about their customers.

Outsourcing, or farming out your computers to...

2/3,K/9   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2004 The Gale Group. All rts. reserv.

10152472   Supplier Number: 92808267 (USE FORMAT 7 FOR FULLTEXT)
Return of business travel essential to market's strength: numbers look positive for San Diego hospitality industry.
Rauch, Robert A.
San Diego Business Journal, v23, n38, p25A(2)
Sept 23, 2002
Language: English   Record Type: Fulltext

Document Type: Magazine/●rnal; Trade
Word Count: 1202

... Reservation Network.
The growth of these third-party Internet booking sites has made managing hotel **rates** and inventory online more complex than ever. **Hotels** allocate inventory and assign **rates** on the basis of **forecasted demand** . Today's new travel patterns throw yield management (our forecasting model), which relies on analysis...

2/3,K/10   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

15508970   SUPPLIER NUMBER: 90797449   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Electronic distribution channels' effect on hotel revenue management: even with the variety of distribution channels available, rate and length of stay remain the key factors in revenue management. (Distribution Channels).
Choi, Sunmee; Kimes, Sheryl E.
Cornell Hotel & Restaurant Administration Quarterly, 43, 3, 23(9)
June, 2002
ISSN: 0010-8804   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 4000   LINE COUNT: 00360

...   the level of forecasted demand for the day. Since allocation decisions are typically made by **room** – **rate** category and length of stay, **demand** **forecasts** are required at that level. **Hotels** can either directly generate **demand** **forecasts** at the required level of detail or develop forecasts at an aggregate level, such as...
?t s2/3,k/11-15

2/3,K/11   (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

15152612   SUPPLIER NUMBER: 91213454   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Paradoxes of fright. (Comment).(Brief Article)
Lacter, Mark
Los Angeles Business Journal, 24, 22, 34(1)
June 3, 2002
DOCUMENT TYPE: Brief Article   ISSN: 0194-2603   LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 637   LINE COUNT: 00051

...   Hotels Corp., among the more bullish companies after Sept. 11, lowered its second-quarter revenue **forecast** because soft **demand** is bringing down **room** **rates** . Hilton, along with other **hotel** companies, had seen a

2/3,K/12   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

15071562   SUPPLIER NUMBER: 92808267   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Return of business travel essential to market's strength: numbers look positive for San Diego hospitality industry.
Rauch, Robert A.
San Diego Business Journal, 23, 38, 25A(2)
Sept 23, 2002
ISSN: 8750-6890   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1202   LINE COUNT: 00099

...   Reservation Network.
The growth of these third-party Internet booking sites has made

managing hotel **rates** a●inventory online more complex ●n ever. **Hotels**
 allocate inventory and assign **rates** on the basis of **forecasted**
demand . Today's new travel patterns throw yield management (our
forecasting model), which relies on analysis...

2/3,K/13   (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

14366749   SUPPLIER NUMBER: 81111802   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Forecasting for Hotel Revenue Management: Testing Aggregation Against
 Disaggregation.
Weatherford, Lawrence R.; Kimes, Sheryl E.; Scott, Darren A.
Cornell Hotel & Restaurant Administration Quarterly, 42, 4, 53(9)
August-Sept, 2001
ISSN: 0010-8804   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 4543   LINE COUNT: 00397

...   and in rental cars, as length of keep. To help increase the
predictability of duration, **hotels   forecast   demand** by length of stay
(LOS) for different **rate** categories (RC); airlines try to forecast demand
by origin--destination city pairs; and rental-car...

2/3,K/14   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

11092436   SUPPLIER NUMBER: 54793251   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Revenue enhancement: picking low-hanging fruit - a simple approach to yield
 management.(includes related article on information provided by Walt
 Disney World to its park visitors)(part 3)
Quain, William J.; Sansbury, Michael; Quinn, Dennis
Cornell Hotel & Restaurant Administration Quarterly, 40, 2, 76(8)
April, 1999
ISSN: 0010-8804   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5643   LINE COUNT: 00468

...   40-50%   0   140
     Rate-category Controls
     The point of yield management is to use **demand   forecasts** to
determine how much to **charge** for **rooms** on a given day. When your hotel
sells out, you lose the ability to determine...

...the hotel's managers project that they can sell 380 (or more) rooms at
rack **rate** . Their inventory plan is set up to maintain **room** availability
for this **forecasted** high- **rate   demand** . The managers would like to sell
the remaining 120 **rooms** in the next **rate** category down (Bucket 1), but
their demand forecast projects they will not be able to...

2/3,K/15   (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

09885984   SUPPLIER NUMBER: 19970396   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Airfares will tax business travel budgets in 1998.(American Express' 1998
 Trends & Forecasts Preview for the Business Travel Industry)(includes
 related article on travel cost forecast)
Avery, Susan
Purchasing, v123, n6, p26(4)
Oct 23, 1997
ISSN: 0033-4448   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1157   LINE COUNT: 00100

...   to be 15% higher than 1996.

Hotel industry for●st: 4%-5% increase in domestic●rporate **hotel**
room   rate .
       * **Rate** of increase in **room** supply is **forecast** to outstrip
demand growth.
       * Occupancies will dip from the 1997 forecast level but stay
relatively high (65.7...
?t s2/3,k/16-20

2/3,K/16   (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

07538330   SUPPLIER NUMBER: 16144915   (USE FORMAT 7 OR 9 FOR FULL TEXT)
A Ricardian excursion to Bermuda: an estimation of mixed strategy
  equilibrium.
Mudambi, Ram
Applied Economics, v26, n9, p927(10)
Sept, 1994
ISSN: 0003-6846   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 5712   LINE COUNT: 00484

...   series. Both series are analysed.(10)
     Methodology
     The fundamental prediction of the model is that **hotel   rates** should
behave asymmetrically relative to **demand   forecasts** . If **demand** is
underestimated (exces demand), then the rates should remain relatively
high. However, if demand is...

2/3,K/17   (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

07272061   SUPPLIER NUMBER: 15441507   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Does your res system work? (hotel reservation systems)
Orkin, Eric B.
Lodging Hospitality, v50, n4, p26(2)
April, 1994
ISSN: 0148-0766   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1346   LINE COUNT: 00106

...   products is the use of allocations, or allotments, to effect
closures. Allocations require management to **forecast** and divide **demand**
into each **rate** product--100 **rooms** at the government **rate** , 50 rooms at
the education rate, and so on. This is tedious and requires constant...

2/3,K/18   (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2004 The Gale Group. All rts. reserv.

02126740   SUPPLIER NUMBER: 03375263
A forecast of lodging supply and demand.
Lee, Daniel R.
Cornell Hotel & Restaurant Administration Quarterly, v25, p27(14)
Aug, 1984
ISSN: 0010-8804   LANGUAGE: ENGLISH   RECORD TYPE: CITATION

...CAPTIONS: of age group. (graph); Growth in lodging demand by age group.
(graph); Factors affecting lodging **demand   forecasts** . (graph); Average
lodging occupancies ... and **room   rates** . (graph); Revenues per available
room-night. (graph)

2/3,K/19   (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2004 European Patent Office. All rts. reserv.

01343777
Method and apparatus for the composition and sale of travel-oriented
    packages
Verfahren und Apparat zur Zusammenstellung und fur den Verkauf von Packeten
    in der Reiseindustrie
Methode et dispositif pour la composition et la vente de voyages organises
PATENT ASSIGNEE:
  NEAT Research Ltd., (3298460), 9 Hamenofim Street, POB 2198, Herzliya,
    Pituach 46120, (IL), (Applicant designated States: all)
INVENTOR:
  Kohavi, Itai, 6a Granit St., Hod Hasharon, (IL)
  Bar-David, Yoah, Moshav Salit, D.N. Sharon, Tichon 45885, (IL)
LEGAL REPRESENTATIVE:
  Grattinger & Partner (GbR) (100074), Wittelsbacherstrasse 5, 82319
    Starnberg, (DE)
PATENT (CC, No, Kind, Date): EP 1148433 A1 011024 (Basic)
APPLICATION (CC, No, Date): EP 2001108975 010411;
PRIORITY (CC, No, Date): US 551519 000418
DESIGNATED STATES: DE; ES; FR; GB; NL
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: G06F-017/60
ABSTRACT WORD COUNT: 172
NOTE:
  Figure number on first page: 4

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:
Available Text Language   Update   Word Count
      CLAIMS A (English) 200143   2087
      SPEC A   (English) 200143   6463
Total word count - document A   8550
Total word count - document B   0
Total word count - documents A + B   8550

...SPECIFICATION relevant time period for each specific room type. The HRMS
    200 establishes a plurality of **rate** codes for the actual **room** types,
    utilizes historical data to **forecast** an expected **demand** over time for
    rooms within a given **rate** code-at a given price, and initially
    allocates and prices inventory sufficient to satisfy the...

 2/3,K/20   (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2004 WIPO/Univentio. All rts. reserv.

00730940   **Image available**
GLOBAL RESERVATIONS TRANSACTION MANAGEMENT SYSTEM AND METHOD
PROCEDE ET SYSTEME DE GESTION GLOBALE D'OPERATIONS DE RESERVATION
Patent Applicant/Assignee:
  SYNXIS CORPORATION, Suite 300 West, 7927 Jones Branch Drive, McLean, VA
    22102, US, US (Residence), US (Nationality)
Inventor(s):
  GEOGHEGAN William, 5201 South Toregy Pines Drive, Las Vegas, NV 89118, US
    ,
  REED Eric, 1672 South Sherman Drive, Denver, CO 80210, US,
  HENDRICKSON Craig, 1741 Lyell Canyon Lane, Las Vegas, NV 89134, US,
  PAYZE Sally, 321 Branch Drive, Silver Spring, MD 20901, US,
  GRAY Cheryl, 4236 Jellison Street, Wheatridge, CO 80033, US,
Legal Representative:
  TOERING Rick A (agent), Cooley Godward LLP, Suite 3000, 2002 Edmund
    Halley Drive, Reston, VA 20191-3436, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200043927 A2 20000727 (WO 0043927)
  Application: WO 2000US1444 20000120 (PCT/WO US0001444)
  Priority Application: US 99118665 19990120
Designated States:

(Protection type is "pat●" unless otherwise stated - fo●pplications
prior to 2004)
   AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB
   GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
   MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA
   UG UZ VN YU ZA ZW
   (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
   (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
   (AP) GH GM KE LS MW SD SL SZ TZ UG ZW
   (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 22266

Fulltext Availability:
  Claims

Claim
... guest information and historical information associated with similar
    guests and a comparison between said second **room** request and said
    forecast of **demand** for a similar request, said first **room** **rate**
    different from said second room rate.
    3 The method of claim 1, further comprising the...

...guest information and historical information associated with similar
    guests and a comparison between said second **room** request and said
    forecast of **demand** for a similar request, said first **room** **rate**
    different from said. second room rate.
    68
    69
    -olquppAr swooijonqumu
    plus uo pos-eqioillinj Si...
?
PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES
?t s2/3,k/21-26

 2/3,K/21   (Item 1 from file: 553)
DIALOG(R)File 553:Wilson Bus. Abs. FullText
(c) 2004 The HW Wilson Co. All rts. reserv.

03055782   H.W. WILSON RECORD NUMBER: BWBA95055782
An empirical analysis of oligopolistic hotel pricing.
AUGMENTED TITLE: Bermuda resorts
Baum, Tom
Mudambi, Ram
Annals of Tourism Research (Ann Tourism Res) v. 22 no3 ('95) p. 501-16

...ABSTRACT: of oligopoly are destabilizing. According to Ricardian
models, this instability should be asymmetrically related to **demand**
forecasts so that **hotel** **rates** remain high and relatively stable during
periods of excess demand, but exhibit downward inflexibility during...

 2/3,K/22   (Item 1 from file: 608)
DIALOG(R)File 608:KR/T Bus.News.
(c)2004 Knight Ridder/Tribune Bus News. All rts. reserv.

07344392   (USE FORMAT 7 OR 9 FOR FULLTEXT)
U.S. Travel Study Predicts Higher Room Rates in 2004
Rod Smith
Las Vegas Review-Journal
October 23, 2003
DOCUMENT TYPE: NEWSPAPER   RECORD TYPE: FULLTEXT   LANGUAGE: ENGLISH
WORD COUNT: 559

...TEXT: year the National Business Travel Association's new analysis, the
2004 Business Travel Overview and **Cost** **Forecast** , projects increasing

demand and **room** rate increases of 3 percent.
    It also projects business airfare increases of 5 percent and corporate
. . .

2/3,K/23   (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

1099139 00-71830
Downtown is ready for influx of hotels
Grove, Sandra
San Diego Business Journal (San Diego, CA, US), V20 N33 p20
PUBL DATE: 990816
WORD COUNT: 1,605
DATELINE: San DiegoCAUSPacific

DESCRIPTORS: **Hotels** & motelsCentral business districtsBuilding
    constructionOccupancy **rates** Business **forecasts** **Demand** Series &
    special reports

2/3,K/24   (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

0863894 98-24257
Innovations in software
Smith, Walter
Business NH Magazine (Manchester, NH, US), V14 N11 p12
PUBL DATE: 971100
WORD COUNT: 2,648
DATELINE: NH, US, New England

TEXT:

    ...of our company," Clack says.

    A new twist on existing Opus 2 software, the program **forecasts**   **hotel**
  demand and automatically puts into place controls for **rate** structure
and inventory.

    For example, booking a convention or other large event, while perhaps
filling...

2/3,K/25   (Item 1 from file: 992)
DIALOG(R)File 992:NewsRoom 2003
(c) 2004 The Dialog Corporation. All rts. reserv.

0720551536 16C11LAH
Travel study predicting higher room rates in 2004
ROD SMITH
Las Vegas Review-Journal (NV), Final ed, p1D
Thursday, October 23, 2003
JOURNAL CODE: ACZT LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newspaper SECTION HEADING: Business ISSN: 1097-1645
WORD COUNT: 518

...year the National Business Travel Association's new analysis, the 2004
Business Travel Overview and **Cost** **Forecast** , projects increasing **demand**
 and **room** **rate** increases of 3 percent.

It also projects business airfare increases of 5 percent and corporate...

2/3,K/26   (Item 1 from file: 993)

0472048054 15VJ1GXP
Electronic distribution channel's effect on hotel revenue management
Choi, Sunmee
Cornell Hotel & Restaurant Administration Quarterly, v43, n3, p23
Sunday, June 30, 2002
JOURNAL CODE: AHFS LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Trade Journal ISSN: 0010-8804
WORD COUNT: 3,775

...the level of forecasted demand for the day. Since allocation decisions
are typically made by **room** – **rate** category and length of stay, **demand
forecasts** are required at that level. **Hotels** can either directly
generate **demand forecasts** at the required level of detail or develop
forecasts at an aggregate level, such as...
?